

FINANCIAL HIGHLIGHTS

DATA KEUANGAN POKOK

* Profit Earnings per Share, Total Assets, Total Liabilities, Total Equity and analysis of earnings and ratios in 2014 are restated due to the application of the Statement of Financial Accounting Standards (SFAS) No. 24 (2013 Revision). According to SFAS No. 24, the recognition of the remeasurement of defined benefit obligations (for example: actuarial gains / losses) immediately in other comprehensive income, replaces the previous policy called the "corridor approach" which suspended recognition of these actuarial gains / losses.

* Laba, Laba per Saham, Jumlah Aset, Jumlah Liabilitas, Jumlah Ekuitas dan analisa laba dan rasio tahun 2014 disajikan kembali karena penerapan Pernyataan Standar Akuntansi Keuangan (PSAK) No.24 (Revisi 2013). Menurut PSAK No.24, pengakuan atas pengukuran kembali kewajiban imbalan pasti (misalnya: keuntungan/kerugian aktuarial) secara segera dalam penghasilan komprehensif lainnya, menggantikan kebijakan sebelumnya yang disebut "pendekatan koridor" yang menangguhkan pengakuan atas keuntungan/kerugian aktuarial tersebut.

Year (Rp million)	2014	2015	2016	2017	2018	Tahun (Rp juta)
Sales						Penjualan
Domestic Net Sales	62,273,389	67,584,848	73,336,192	80,572,128	93,077,373	Penjualan Bersih Lokal
Export Net Sales	2,912,461	2,780,725	2,937,955	2,733,797	2,630,290	Penjualan Bersih Ekspor
Net Sales	65,185,850	70,365,573	76,274,147	83,305,925	95,707,663	Penjualan Bersih
Profit						Laba
Gross Profit	13,379,566	15,485,611	16,616,716	18,221,662	18,644,327	Laba Kotor
Operating Profit	8,626,524*	10,064,867	10,122,038	11,237,253	11,156,804	Laba Usaha
Profit	5,432,667*	6,452,834	6,672,682	7,755,347	7,793,068	Laba
Profit Attribute to Owners of the Company	5,405,738*	6,435,654	6,677,083	7,753,648	7,791,822	Laba yang Dapat Diatribusikan kepada Pemilik Entitas Induk
Comprehensive Income	5,325,317	6,458,516	6,586,081	7,703,622	7,968,008	Penghasilan Komprehensif
Comprehensive Income Attribute to Owners of the Company	5,298,386	6,441,336	6,590,482	7,701,923	7,966,762	Penghasilan Komprehensif yang Dapat Diatribusikan kepada Pemilik Entitas Induk
Per Share Data						Data per Saham
Outstanding Shares (in thousand shares)	1,924,088	1,924,088	1,924,088	1,924,088	1,924,088	Saham dalam Peredaran (dalam ribuan saham)
Earnings per Share	2,810*	3,345	3,470	4,030	4,050	Laba per Saham
Balance Sheet						Neraca
Total Assets	58,234,278*	63,505,413	62,951,634	66,759,930	69,097,219	Jumlah Aset
Total Liabilities	25,099,875*	25,497,504	23,387,406	24,572,266	23,963,934	Jumlah Liabilitas
Total Equity	33,134,403*	38,007,909	39,564,228	42,187,664	45,133,285	Jumlah Ekuitas
Addition to Fixed Assets	5,709,398	2,894,853	2,494,809	3,230,656	4,037,363	Penambahan Aset Tetap
Net Working Capital	14,749,466	18,523,345	20,294,608	21,153,448	23,281,152	Modal Kerja Bersih
Margin and Ratio Analysis (%)						Analisa Laba dan Rasio (%)
Gross Profit Margin	20.5%	22.0%	21.8%	21.9%	19.5%	Marjin Laba Kotor
Operating Profit Margin	13.2%*	14.3%	13.3%	13.5%	11.7%	Marjin Laba Usaha
Profit Margin	8.3%*	9.2%	8.7%	9.3%	8.1%	Marjin Laba
Profit Margin Attribute to Owners of the Company	8.3%*	9.2%	8.8%	9.3%	8.1%	Marjin Laba yang Dapat Diatribusikan Kepada Pemilik Entitas Induk
Current Ratio	162.0%	177.0%	193.8%	193.6%	205.8%	Rasio Lancar
Profit to Equity Ratio	16.4%*	17.0%	16.9%	18.4%	17.3%	Rasio Laba terhadap Ekuitas
Profit to Asset Ratio	9.3%*	10.2%	10.6%	11.6%	11.3%	Rasio Laba terhadap Aset
Debt to Equity Ratio	75.8%*	67.1%	59.1%	58.2%	53.1%	Rasio Utang terhadap Ekuitas
Debt to Asset Ratio	43.1%*	40.2%	37.2%	36.8%	34.7%	Rasio Utang terhadap Aset
Market Share and Sales Volume Data (in million sticks)						Data Pangsa Pasar dan Jumlah Penjualan (dalam jutaan batang)
Market Share (estimated %)	21.9%	21.5%	20.8%	21.4%	23.1%	Pangsa Pasar (perkiraan dalam %)
Domestic Sales	75,898	74,696	72,989	75,172	82,092	Penjualan Lokal
Export Sales	4,699	3,951	4,087	3,480	3,085	Penjualan Ekspor
SKT Sales (hand made)	8,046	8,486	8,456	8,619	8,215	Penjualan SKT
SKM Sales (machine made)	72,551	70,161	68,620	70,033	76,962	Penjualan SKM